



Small Business Update

January 20, 2017 – Statewide Small Business Council Meeting @ San Diego

District 10 Outreach Events Attended: July 01, 2016 - January 20, 2017

Small Business Mixer

8

Small Business Workshop

8

Small Business Fair/ Conference

6

PAST OUTREACH: MAJOR EVENTS

- On December 2, 2016, the OBEO, with assistance from District 10, held its first “Meet the Primes” event, at Caltrans’ Lanatt Street Training Center, in Sacramento. This free event attracted more than 20 subcontractors from all over Northern California, who learned firsthand from established prime contractors. We wish to thank Granite Construction Company, Vintage Paving, Inc., and Myers and Sons Construction, LP for their participation in this event.
- On December 8, 2016, we attended the Annual Chamber Diversity Mixer hosted by the Stockton Chamber of Commerce in partnership with the Central Valley Asian-American Chamber of Commerce, San Joaquin African American Chamber of Commerce, San Joaquin County Hispanic Chamber of Commerce, and California Delta Chambers. Over 75 attended and made great business connections.
- On December 16, 2016, we participated in the Small Business Summit hosted by the Department of General Services (DGS) and Veteran Business Office Center (VBOC). Over 50 small businesses including Veteran-owned businesses connected with State Agency Procurement Officers and Small Business Advocates. Amongst the upcoming Architecture and Engineering Division Central Region projects between now and February 2017, there will be a project with a 5% DVBE goal.

FUTURE OUTREACH EVENTS

- On February 2, 2017 from 9:30 AM- 12:00 PM, we will also host a contracting workshop at the District 10 Office. The workshop will educate business owners on the contract process and how to submit a responsive bid. Newer firms will also have a chance to discuss their capabilities and learn how to utilize the SCPRS tool to bid effectively. Featured speakers will include Department of General Services and Department of Purchasing and Contracts.
- On February 2, 2017, from 1:00 PM- 4:00 PM we will co-host the OBEO for the Prime Contracting Workshop. The Caltrans’ OBEO plans to conduct a series of workshop in all districts throughout the 2016 - 17 state fiscal year. The Prime Contracting Workshop will discuss best practices and small business resources and a look ahead of upcoming construction contracting opportunities for both Primes and DBEs.
- In spring 2017, we will hold a Meet the Prime event at District 10 in Stockton. The intent of a Meet the Prime event is to connect Small Businesses with General Contractors and discuss requirements and opportunities for State projects.
- In spring 2017, we will host a procurement event at District 10 in Stockton. The Procurement event will allow SBE’s and DVBE’s an opportunity to meet and ask questions of District 10 Cal-card holders and buyers.

“District 10 - One Vision, One Team, One Voice”





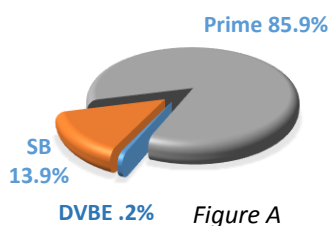
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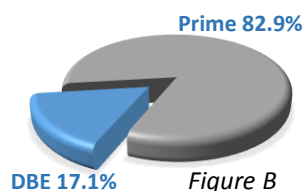
SB, DVBE, DBE

Participation at a glance

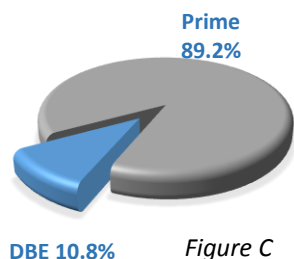
STATE CONTRACTS & PROCUREMENT (JULY 1-SEP 30) \$31.7M



FEDERAL CONSTRUCTION CONTRACTS (OCT 1- NOV 30) \$31.6M



CENTRAL REGION A&E CONTRACTS \$36.4 M



CURRENT UPDATE:

There are 51 active construction projects totaling approximately \$682M.

The following two (2) advertised construction projects are federally funded with a DBE requirement:

- Merced County: HMA overlay and repair curb ramps, \$12.3M with 8% requirement
- San Joaquin County: Cold plane roadway and HMA, \$2.2M with 13% requirement

The following three (3) advertised construction projects are state funded with a DVBE requirement:

- Tuolumne County: Hot mix asphalt overlay, \$450,000 with 5% requirement
- San Joaquin County: Treat bridge decks and replace joint seals, \$990,00 with 5% requirement
- Calaveras and Merced Counties: Replace joint seals and approach slabs, \$1.05M with 3% requirement

CALIFORNIA TRANSPORTATION COMMISSION (CTC) FUNDING:

In January, the CTC plans to allocate \$1.2M for:

- San Joaquin County: Construct sidewalk, curb, gutter to provide pedestrian facility in Tracy, \$760,000
- San Joaquin County: Roadway, landscaping, lighting and electrical improvements, \$475,000

MINOR B CONTRACTS:

Awarded in FY 16/17 – One (1) totaling \$184,753 with 100% SB participation and a DVBE commitment of 5.3%.

DIRECTOR'S ORDERS:

Authorized six (6) in the state FY 16/17 with a total of \$2.6M with 85.7% SB participation

STATE CONTRACTS AND PROCUREMENT: (Figure A)

State-funded procurement and contracts participation for the 1st quarter of the FY 16/17 totaling over \$31.7M

- Small Business (SB) participation of 13.9%, total of \$4.4M
- Disabled Veteran Business Enterprise (DVBE) participation of .2%, total of \$75,606

FEDERAL CONSTRUCTION CONTRACTS: (Figure B)

Year to date, Nov 2016, we were awarded ten (10) federal projects totaling \$31.6M (total Disadvantaged Business Enterprise (DBE) commitment of 17.1%).

CENTRAL REGION A&E CONTRACTS (Districts 5, 6, 10) COMBINED: (Figure C)

- 5 Year (exp. 11/21) – Total \$2.5M – DBE participation \$198,254 (8%) 2 DBE subs
- 5 year (exp. 12/20) – Total \$6.7M – DBE participation \$804,000 (12%) 6 DBE subs
- 5 year (exp. 12/20) – Total \$12M – DBE participation \$1,260,000 (10.5%) 6 DBE subs
- 5 year (exp. 11/20) – Total \$2.5M – DBE participation \$200,000 (8%) 2 DBE subs
- 4 year (exp. 02/20) – Total \$2.0M – DBE participation \$297,250 (14.5%) 5 DBE subs
- 3 year (exp. 03/19) – Total \$5.6M – DBE participation \$557,508 (14%) 1 DBE sub
- 3 year (exp. 06/19) – Total \$2.5M – DBE participation \$310,000 (12.4%) 5 DBE subs
- 3 year (exp. 12/19) – Total \$2.6M – DBE participation \$313,934 (12%) 7 DBE subs

Combined Total \$36,419,388 – DBE participation \$3,940,946 (10.8%) 34 DBE subs

UPCOMING DISTRICT 10 A&E REPLACEMENT SERVICE CONTRACTS:

- 3 Year (Jan. 2017) – Total \$4M – Professional services for Land Surveying and Right of Way on an “as-needed” basis
 - 5 Year (Jan. 2017) – Total \$1.5M – Professional and technical services required for Cultural Resource Services on an “on call” basis
- (For Upcoming A&E Projects and Outreach Events, go to <http://www.dot.ca.gov/hq/dpac/aeinfo.htm>)